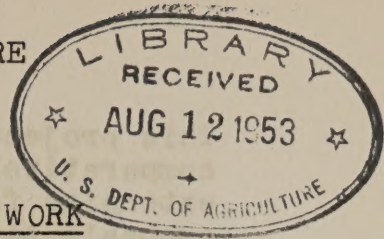


UNITED STATES DEPARTMENT OF AGRICULTURE  
Extension Service  
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NOTES ON FARM AND HOME PLANNING EXTENSION WORK  
with  
SPECIAL REFERENCE TO FARM MANAGEMENT PHASES

These are working materials, in rough form, brought together for discussion use in the Farm Management Section of the Western States Extension Conference, Bozeman, Montana, July 28-31, 1953. They are drawn mainly from the 1952 annual reports of State extension economists. They are intended as material for discussion only. They describe significant work but they do not constitute a complete picture of extension farm management and farm and home planning work in the United States. Notes were brought together by Virgil Gilman, Extension Economist, U. S. Department of Agriculture, Washington, D. C.

The Farm Planning Project  
in Indiana

The objective is to teach young farmers the principles of farm business organization and help them apply these principles in their own farm business. County agent enrolls 20-30 farmers. Three discussion-type meetings are held, (a) basic economic considerations and cropping systems, (b) livestock program, (c) a practice session in which principles of first two meetings are applied to an individual farm. A carefully prepared lesson outline is provided each farmer. It contains considerable factual information about farm management, also several work forms, for use in applying principles.

First two meetings are held on an afternoon or night under classroom conditions. The third is a visit to a farm by the entire class, after which the group returns to the classroom and discusses several different systems as alternatives.

Following this series the county agent helps each farmer apply principles of farm business organization, working with two or three farms at a time letting them help each other. Follow up upon request through special farm management meetings "Economics of the Hog Business," "Individual Application of the Outlook," etc.

Started in 1945; 6,800 farmers in regular farm planning classes and about 5,000 veterans in training have participated. Nine-hundred others have been given planning assistance; also 18 advanced farm management meetings and 21 tours have been held. Specialists made 254 farm visits in 1952. Agents say this planning helps them better understand farm problems. It also helps them gear their programs closer together, develops demonstrations, and new leadership.



This project requires a great deal of manpower and reaches comparatively few people. Results highly gratifying but more extensive farm management work is desirable. Therefore, more emphasis to farm management schools in 1952 and 1953.

### How to Appraise a Farm Management Program in Iowa

James Wallace, Agricultural Foundation Farms, Iowa State College, does professional farm management work with farmers on management problems. In an article in Better Farming Methods for January 1953 he describes the steps he uses in appraising a farm from the management standpoint.

First, in walking over the farm an effort is made to determine the most important resource on the particular farm. This might be the high productivity of the land, the size of the farm, the quality of the buildings and improvements, special markets, the ability of the operator, or the operating capital of the operator.

The second question is whether or not the operator is using this resource to full capacity. If not, what changes would be needed in order to do so?

The third question is what is the limiting factor on this farm and what can be done about it?

In the process of getting answers to the above questions, we tramp over the farm, make at least a mental soil map of the farm, observe the field arrangement, the livestock program, and the practices that are being carried out. We question the operator regarding past yield history, soil treatment, livestock problems, sanitation measures, equipment, financial situation and available labor.

By this time many income leaks will be observed. The important thing is to decide which opportunity for improvement will have the greatest effect on net income. Which change should be carried out first? Which ones should follow, and in what succession?

The following suggestions will help to avoid some common mistakes and causes of confusion. Keep as the goal high net income rather than low cost of production; they do not necessarily go together. Remember labor and money are limited. If additional production practices are recommended time and money must be taken away from something else. Don't concentrate on one segment of the business to the extent you lose sight of the integrated operating unit.



Balanced Farming in Missouri

24,000 cooperators to date. These farm families are located throughout the State, in all types of farming. In 1952 there were 39 associations in 38 counties. Much emphasis upon soil improvement. Every county has a soil testing laboratory. Increased yields following fertilizer programs are a big factor in increasing incomes. Pasture improvement. Many farms invest \$25 to \$75 to establish pasture. Water management, livestock production and management, and better family living are all emphasized.

Balanced farming associations had 2,000 farm families in 39 associations in 1952. Farmers help finance association agent; \$30 to \$50 per member. State Extension Service pays all of county and home agents' costs. All of third agent over \$1,000. All of fourth agent over \$2,000.

A Balanced Farming and Soil Testing Laboratory Trailer Exhibit, and a large model and a smaller model farm display have been developed.

Preparation of new materials in 1952 included Balanced Farming Folder on Burkemeyer Farm, Lincoln County; Balanced Farming Picture Folder for C. F. Payne Farm; Balanced Farming Circular; Balanced Farming Handbook, revised; Balanced Farming Neckties; Farm Management Suggestions for 1953; radio transcriptions, colored slides, and a movie. Newspaper publicity.

Balanced Farming Schools held in 36 counties, 896 families, four or more meetings, assistance with plans and subject matter. Over 1,100 additional farm families worked out farm plans in 1952.

Information and technical guidance given by means of personal assistance, meetings and tours. B. F. schools, method and result demonstrations, bulletins, plans, etc., news stories and radio.

Approaches included soil testing laboratories; custom operators for water management construction, lime and fertilizer spreading, building construction, weed and insect control, etc; forms for septic tanks and stock tanks; feeder calf and pig sales; artificial insemination and D.H.I.A.; credit facilities; breed sales; markets; farm account schools; outlook, etc.

In-service training for agent personnel - 2-day training conferences each of four districts. One-day conferences for agents on farmstead planning and remodeling.



### Farm Planning in Michigan

Carried on in one county. Assistant agent was from Missouri and well acquainted with balanced farming there. Twenty young couples were invited together late in February for an evening meeting. Twenty-minute film on farm and home planning "Over the Rainbow." A 40-minute discussion by John Doneth, farm management specialist, on "What Makes a Farm Pay." A question sheet was passed out and discussion centered around this. The assistant agent led a 20-minute discussion regarding plans for next meeting. A form was provided to be filled out by next meeting. A second meeting was held in March and in April 12 farms were walked; about three a day; three farmers and the assistant agent. A fourth meeting was held the latter part of April. Problems to date were summarized.

Comments on results by assistant agent. Five of the group asked for help of the agricultural engineer with building problems. Three asked help with father-son arrangements. Five had soil tested. One changed plans to work toward Grade A milk. One asked for fertilizer test on wheat.

Suggestions by assistant agent. Work should have been done in fall in order to give couples all winter to work out. Presence of specialist at first meeting helps set stage. Idea of using a film is good. Use of some type of simple planning form is desirable. Should by all means include map. A good starting point is to walk the farms. Farm couples much interested in this. The program will not go in Michigan until administration and departments and specialists are behind it.

### Farm Business Planning in Kentucky

Farm planning work was carried on in the following categories: Farmstead planning, land use and cropping system, field arrangement, livestock programs, farm management tours, farm management aspects of outlook, farm power, and farm management aspects of finance. About 60 percent of the time spent in this category was spent in providing background materials for the Kentucky Farm and Home Development Program, as well as in giving direct assistance and advice to county extension workers participating in that program.

### Farm and Home Planning in Georgia

County agents reported helping about 10,000 farms develop a farm plan in 1952. They also gave assistance to over 8,000 farms developing farm and home plans. Planning principles were advocated among all county extension workers. Over 20,000 copies of a form "Have You Planned Your Farm and Home Program" were distributed to farm families by county and home agents.



An effort has been made through group meetings of extension workers and other meetings of groups to emphasize basic adjustments in farm organization and management which people of the State must face. Problems of right combinations of enterprises and handling much larger capital investments are complex. These problems have been presented and sound principles strongly advocated.

All of the above on farm planning in Georgia needs to be viewed within the framework of Community and County Program Planning which is the major emphasis.

In 1952 over 13,000 community leaders in over 2,000 communities came together to think about problems and formulate suggestions. Their work provides the basis for extension programs. Training meetings for extension staff, and for farm men and women were carried out. Much emphasis on reproducing and distributing county agricultural programs. Family-type community meetings during winter. Program planning slides were available. Use of subcommittees on such subjects as field crops, home improvement, etc., at county level. This program of community improvement involves the reaching of consensus of opinion on improvements needed, the building of an organization to distribute work load, the holding of monthly educational and inspirational meetings, and the inventorying of progress made and the dissemination of information on this.

About 75 counties used a set of slides on Farm and Home Planning. The Farm and Home Planning form continues to be used but opportunities for training new workers in its use have been limited.

The report on the North Georgia Rural Community Contest under Summary of Improvements lists a number of "Community Activities," then under "Better Farming" lists such things as lime used, phosphate used, terraces built, pounds of Ladino clover seeded, number of dairy cattle kept, number of soil samples taken, and equipment added such as trucks, milking machines, etc. Similar type of information is given for "Family Food Supply" and "Home Improvement."

These details are mentioned to indicate the community improvement setting in which farm and home planning work is done in rather general terms; mostly on a group basis.

#### Farm and Home Planning in Tennessee

During 1952 extra emphasis was placed on the development of long-time farm and home plans for families in test-demonstration as part of the cooperative program with TVA. Nine-hundred families participating, one-fourth of which began preparation of long-time plan.



A clinic was held for the special county agents early in the summer. A plan was prepared for a farm and home in advance of agents coming together. At the time of their visit a tour was made to the farm and then the prepared plan was presented and criticized.

Later each special agent arranged for a farm planning school in one of his counties and arranged for each demonstrator, who was expected to complete a detailed farm and home plan, to attend the school. Five or six counties were included in each group and from three to five families were represented from each county. The farm management specialist worked with the county personnel 2 days prior to the school in preparing the plan or plans for discussion. The third day the other families were present and studied the farm. After their ideas were discussed the prepared plans were presented and discussed.

Another phase of farm planning was on a community basis. Four counties tried this method. The farm management specialist worked with county personnel to prepare a farm plan in the community where the meeting was to be held. This plan was presented at the community meeting and discussed. This has possibilities but requires quite a bit of time if many communities are to be reached.

#### Farm Planning in North Carolina

Every farm family in North Carolina develops and applies a farm plan. Many are oral and very informal. The Extension Service is helping them to do a better job. Objectives are (1) to help the farm family evaluate alternative combinations of enterprises and resources, (2) help the farm family evaluate alternative technological developments, (3) train farm families to use the budget method more efficiently.

In 1952 methods included group planning, general farm planning, schools, individual farm planning, and general meetings.

County workers assembled 5 to 30 families and invited in farm management specialists to assist in long-range plans. Usually met each week for three or four meetings. Each family trained to use budget technique to measure effect on income and input requirements of one or more alternatives to present system.

General farm planning meetings were held in some counties to discuss economic opportunities for that area. Example, a meeting would be held to show the addition of 400 hens or 12 milk cows would add \$1,000 to present income. Method of arriving at this was demonstrated. Farmers encouraged to use the Farm Planning Worksheets to determine whether proposed enterprises would fit their farm. Encouraged to use these at home.



Farmers at farm management schools encouraged to use planning to evaluate partial or complete adjustments.

County extension workers used partial or complete budgeting to assist many farmers during office calls and individual farm visits.

During 1952, eight farm management specialists devoted 170 days to this work. In counties agents used 1,720 days on individual farm planning, tenancy and other management. Helped farmers make 9,403 farm plans, 3,091 farm and home plans, and 4,270 partial budgets.

North Carolina also carried on a program of farm management result demonstrations in cooperation with TVA, in 15 counties. A specialist devoted full time to this. Its purpose was to demonstrate results of new systems of farming. This involved working with the farmer preparing a farm plan, follow-up assistance to the farmer, the encouragement of record keeping, and the publicizing of results.

#### Balanced Farming and Family Living in Kansas

All extension programs are carried on to further the development of better farming and family living in Kansas. Ten general standards of measurement constitute objectives. These include (1) "Soil Erosion Losses Stopped on Entire Farm," (2) "Soil Building Program on All Cropland," and (3) "Big Enough Farm Business with high crop yields and efficient livestock production to provide a good family living."

Schools for guiding farm families in developing balanced farming and family living plans for themselves were held by the farm management specialists in six counties. The complete program was explained and counsel given on individual problems as examples. Principles of farm organization and management choice, steps in planning and instruction in use of three check sheets and work books were given. These are (1) Soils, Water Management, Livestock and Crops, (2) Farmstead, House, and Landscape Plans, (3) Finance, Health and Family Living. County agents reported a number of families as interested in using these outlines and forms.

Balanced Farming Tours and Field Days were held in several counties. Some on one farm, some visited several farms. The most spectacular event was "a-farm-in-a-day" demonstration.

County extension workers, State specialists and personnel of other agricultural agencies have cooperated with several hundred farm families as demonstration families in their communities.



### Farm Management Schools in Indiana

Fifty-two in 1952. 4,800 people. One-day schools, two members of agricultural economics, 10 a.m. to 3 p.m.

#### I. Farm Management Schools:

- (a) "What Makes a Good Farm Tick?"
- (b) "Diagonosing Your Farm Business."
- (c) "How to Fit the Farm B.usiness to the Outlook."

#### II. Schools for Groups Interested Especially in the Hog Business:

- (a) "Some Economic Aspects of the Hog Business."

For each of the four topics above a mimeographed statement was prepared for handing out.

### Farm Operator Schools in Iowa

These are 2-day conferences especially suited to young farm operators and their wives. The objectives include thinking of the farm business and the household as a unit, teaching management principles, providing current information, and demonstrating the application of principles and technical information.

Organization on an invitational basis seems desirable. The use of such groups as county bankers associations as co-sponsors was very successful. Having the 2-day program on consecutive days or a week or two apart had little effect on success, although consecutive days have been given preference. Detailed preliminary planning by county agent and county home economist is most essential. Meeting places which have a place to eat and two rooms for clinic sessions are most desirable. Thirty couples make a good-sized group. County staff play an important part in presenting materials.

Seven of these were held in 1951. Examples of topics are "Management Principles in Decision Making," "What's New in Livestock Production," "How to Use Credit," "How to Do Your Work Easier," "What's New in Soil Management" and "What to Look for in Buying a Farm."

The typical program included discussion of a farm situation and problems by a farm couple, and clinical discussions of individual problems in general by men and women in separate groups and joint sessions.



### Land Appraisal Schools in Missouri

Series of eight Land Appraisal and Balanced Farming Schools in June 1952. These were training meetings for Vo-Ag instructors, GI instructors and several county agents. Were co-operatively planned by Extension and Vo-Ag. Vo-Ag supervisor and farm management specialist made preliminary survey on farms. Soil tests in advance, also map and a proposed balanced plan worked out with farm family. Days meeting. Morning discussion of map, present crop and livestock and soil tests also appraisal forms. Group visited and walked farm discussing what to look for.

In afternoon three discussions, one on soils, by Soils Department representative, one a presentation of a possible plan for the farm by farm management specialist, and one appraisal discussion of many practical economic factors involved by Agricultural Economics Department representative. This last brought in normal value problems, loans on basis of soil improvement, etc.

### Farm Management Meetings in Michigan

In fall of 1951 Michigan started a special series of meetings under the name "Barnyard Economics." Twenty-five counties held 30 meetings with average attendance of 90. Interest very high. For 1952, 78 counties requested these meetings. A well-organized publicity program of farm material for agents, including press and radio releases, etc., was worked out in advance. Attendance averaged 150. Used lots of visual aids. Two men on the program.

A 19-page mimeograph "Barnyard Economics," by John C. Doneth, and other farm management specialists, summarizes the calculations and ideas used in the program. Included is material on outlook; farm costs; 1952 income tax; and size of dairy herd in relation to income, expenses and investment. Also considerable farm management handbook-type of information on crop acreage requirements for dairy feed, alternative levels of grain feeding, and dairy chore time requirements.

### Farm Management Schools in Kentucky

A new type of school was devised. Theme is "Safeguarding Your Future on Your 120-Acre Farm." An attempt to stimulate thinking on problems of making management decisions in farm and home. Will be used in 11 or more counties 1952-53.

These are an attempt to arrive at a practical approach to teaching something of what's involved in making decisions. They assume that farm management lends itself to either visual presentation or to detailed study of "work pictures" for farm people.



First series in Taylor County began with 20 young farm couples enrolled. Held four meetings. Attendance and interest good. An actual farm and home situation fairly typical for the group was the basis for the first and subsequent assumptions. Soil information desirable. Used four meetings at monthly intervals but believe these should be weekly or 2 weeks apart; or the series might be completed in 4 consecutive days. At each meeting a pertinent topic was discussed for about 15-25 minutes, with visual aids. First was "Land Use," second "The Livestock Program," third "Buildings and Machinery" (an engineer presented this), fourth "Farm Labor Use," and "Business Side of Farming."

Each couple received a typed copy of the lesson assignment to take home, study, make decisions about, and defend at next meeting. Assumed prices were given. New assignments were given out last on the 2-hour program. At last session the discussion was completed on the spot. Couples were asked to write down their decisions, calculations, etc., on margins of lesson outline or on other paper. Sixty percent did this; others had answers in mind. Some groups requested an on-the-farm visit. These schools appear very promising.

#### Young Farmers' Management Schools in Ohio

For young men established or about to become established in farming. Cost-price squeeze causing concern. Need basic principles.

Held schools in 11 counties in 1952. Stressed phases pertinent to local areas. Teaching techniques were not standardized; varied from lecture and discussion of basic farm management principles to various combinations with laboratory exercises to help each enrollee appraise own program. All schools were pointed to helping men:

1. Appraise own program.
2. Develop crop and livestock combinations that will make most efficient use of land, labor, invested capital, and available markets.
3. Establish crop rotations and cropping patterns that will maintain and increase the productivity of cropland, improve tilth and minimize erosion losses.
4. Develop livestock enterprise combinations that will most profitably utilize the feed grains, hay and pasture produced by well-balanced cropping programs, distribute labor and prorate risks.



5. Planning investment programs which will maintain a proper balance between the directly productive, indirectly productive and non-productive assets and hold fixed overhead charges at reasonable levels in relation to the gross volume of business.
6. Weighing the advantages and disadvantages of owning and renting farm property and the conditions which should determine when and how to buy farms.
7. Analyzing rental agreements now in force and methods of working out equitable lease agreements.
8. Determining when, how much, and what kind of credit can be safely and profitably used.
9. Gathering, interpreting and using economic and outlook information in more effectively planning their production and marketing programs.
10. Keeping and using farm business records to analyze results, to measure the effectiveness of past management and to find opportunities to increase efficiency, to reduce per unit costs of production and to realize more satisfactory net incomes.

We feel that the most basic problem is to help them decide what to do and what combination of enterprises will most profitably use resources. Five to seven meetings on basic principles of Farm Business for Maximum Profit. Following this basic series many county agents schedule special interest group meetings with subject-matter specialists - Animal Husbandry, Agronomy, Engineering, on production techniques. These have been very popular with young farmer groups. However, we feel that such subject matter dealing with "how" should be at meetings scheduled for all farmers.

#### Outlook and Farm Management in Missouri

"Special Recommendations for Most Profitable Production in 1953." A 9-page mimeograph. Short paragraph on the general situation. Two-page discussion of farm management principles including three ways to increase net profits; (1) Increase Volume of Production and Sales, (2) Reduce Expenses, (3) Plan and Use a Good System of Financial Management. Under the topic "Soils" examples of reducing the unit cost by use of fertilizer are worked out for corn, wheat, and oats. Under Animal Husbandry the economics of the beef cow herd, steers, hogs and sheep and dairy are discussed. Home Gardens, Commercial Vegetables and Commercial Fruits are all discussed briefly.



### Livestock Feeding Outlook in South Dakota

In the fall of 1952 county agents and others asked for a series of feeding outlook meetings in southeast South Dakota. Five were conducted jointly by the extension economists. Topics discussed included general business and agricultural outlook, livestock and feed situation, and profit prospects. The principle feature of these meetings was the budgeting of feeding systems. Seven of these were presented in a mimeograph as a basis for discussion. Blank spaces were left by each set of estimates so the individual farmer could enter his own estimates. This budgeting feature was very well received.

### Dairy Meetings in Massachusetts

Farm management specialists worked with dairy specialists in developing the extension program in dairying. A talk on "Present Day Essentials for Success in Dairy Farming" was prepared. This was given at a dozen meetings and a mimeographed summary was distributed. Farm management specialists also discussed "Production Levels Per Cow Necessary for Profit" at a dairy seminar.

### Cattle Feeding in North Carolina

North Carolina prepared a mimeograph "Recommended Practices for Finishing Feeder Calves in North Carolina and a Guide as to Calculating the Costs and Returns." This covered the following types of operations: Good to Choice Feeder Calves Principally on Grass; Medium to Common Calves Principally on Grass; Good to Choice Calves on Grain and Cured Roughage; Medium or Common Calves on Grain and Cured Roughage.

Method of feeding was that recommended by Animal Husbandry.

### Beef Cattle in Massachusetts

At the request of a county agent, farm operating budgets were worked out for two different types of beef production and each for two different sized enterprises. One type was based on sale of calves at weaning age. The other was for baby beeves or young steers for sale at 18 or 20 months.

### Labor Requirements in South Dakota

The Agricultural Economics Department prepared a publication "Labor Inputs for Livestock Enterprises." This is a compilation of labor requirements for different kinds of livestock, by size of herd, and by degree of mechanization or amount of labor saving devices available. Intended as a useful reference source for planning changes in livestock enterprises on farms and ranches.



Economics of Mechanization  
in North Carolina

A pressing problem. Farm Management Department worked with agricultural engineering especially. Set of slides and script on when and how to mechanize prepared for agents. Similar material prepared from research study on cotton.

Machinery Day at College. Technical and economic information. Exhibit of type and amount of machinery for three different sizes and types of farms in North Carolina. Equipment paraded. Needs, costs, returns, use, and care discussed. Topics were mimeographed and sent to agents. Slides available on "Why Higher Production from Farm Labor is Needed," "Adapting Work Simplification Techniques to Farm Practices," "Increasing the Output of Farm Labor by Increasing the Size of the Farm Business," etc.

Forage Harvesting Costs  
in Massachusetts

Much interest in these among dairymen. Were discussed at a twilight dairy meeting. Average performance rates and average annual costs per ton for various combinations of equipment and crews. A method for calculating cost was prepared in handy mimeographed form.

Custom Work in South Dakota

The Department of Agricultural Economics has a pamphlet (No. 35) entitled "What Do Farmers Pay for Custom Work?"

Cow Barn Economics in Ohio

Five farm management meetings were held at which the dairy enterprise received special attention. These were called "Cow Barn Economics" meetings. 170 attendance. Mimeograph on this. Also mimeographed material was prepared on "Hen House Economics" and "Orchard Economics" for use of Poultry Husbandry Department and specialist in horticulture.

Selecting Livestock Enterprises  
in Kansas

One of the farm management specialists at Manhattan and one of the farm management association field men prepared a 17-page mimeograph on "Selection of Livestock Enterprises." This discusses principles for selecting livestock enterprises and gives simple tables comparing investment, prices, feed requirements and labor requirements. This is informal working material in rather rough form, originally prepared for Vo-Ag conferences. It is interesting as an example of bringing material together from several sources, including publications from other States.



### Labor Saving in Kentucky

Considerable work on labor saving and cost reducing in dairying was carried on. A circular was prepared on milking parlors and stanchion barns. Mimeograph plan for one type of walk-through milking parlor was made available. A series of meetings on farm buildings was held in cooperation with agricultural engineer.

It is possible to demonstrate reduction of more than 50 percent in labor required to handle 20-30 cows by combination of walk-through milking parlor (no more expensive than conventional equipment unless you already have the conventional), and carefully planned routine.

### Measuring Grassland Farming in Massachusetts

As part of the Green Pastures Contest the farm management specialist served as a member of the State judging team. Twenty-eight farms were visited and studied with reference to livestock kept and adequacy of pasture and roughage. A score card containing considerable farm management was used and the judging team recommended the inclusion of still more farm management measures for 1953.

Another activity, carried on in cooperation with research, is a special survey of 100 farms to study developments in forage production, methods of handling, labor and machinery use, etc. - and effect of these on income.

### Leases to Save Soil in Iowa

Considerable attention has been given to how to "Save Soil on Rented Farms." A suggested conservation rider for a farm lease has been prepared and numerous articles by extension and research economists have appeared in "Iowa Farm Science" and elsewhere.

### Economics of Pasture Production in Kentucky

Educational work through meetings, work with individual farmers, publications, and radio. Considerable time spent in preparing circular "Planning for Economic Production of Pasture," Extension Circular 498, 22 pages. Among other things this discusses alternative methods of assigning costs and returns to pasture.

### Wildlife Farm Planning in Missouri

In 1952 the Extension Service and the Missouri Conservation Commission held a series of joint planning schools for county



agents and wildlife conservation agents. For each a farm was selected in advance and maps prepared for worksheets. During the forenoon following a general discussion, small groups walked the farm and prepared Balanced Farming plans and Wildlife Conservation plans. These were presented and discussed with whole group.

#### Economic Work with Young People in New York

New York has a project to aid rural young people in understanding economic problems and to assist them in getting established on a sound financial basis.

The objective is to provide extension agents, Vo-Ag teachers and local youth leaders with facts and to assist with problems of advising, and using good methods and training aids.

The work is discussed with specialists. Youth groups are advised and work is done with agents and Vo-Ag. Materials are prepared.

Leaflet "Economic Facts for Young Farmers" is made available. Much work is done on farm partnerships and other farm business arrangements. Ninety-two accounts were summarized and returned to young farmers in 1952.

New York does not have a system of organized meetings for young farmers. Some counties hold these. Specialist attended 16. Talks were given; "Use of Credit for Young Farmers," "Organizing the Farm Business," "Ways of Getting Started in Farming," "Insurance for Young Farmers," "Pointers in Selecting a Farm," "Pointers in Purchase of Farm Machinery," "Factors Affecting Tractor Costs."

#### Tenure Arrangements in North Carolina

Leases had not changed much since Civil War. They did not permit mechanization, livestock production, the addition of large quantities of capital and even use of modern technology. A lease project was designed to teach farm people changes in leases so farms could be operated efficiently. Taught through result demonstrations, method demonstrations, meetings, news articles and radio talks. Counties where tenancy is important have established at least one result demonstration. Work is also done with landlords. Work done in 23 counties. Ten-thousand copies each of three bulletins. "Rental Arrangements in the Coastal Plain," Extension Circular No. 370. "Determining the Rent in Share and Cash Rental Arrangement," Southern Farm Management Extension Publication No. 4. "Rental Arrangements for Progressive Farming," Southern Farm Management Extension Publication No. 3.



No farm management project has yielded as good results as the leasing project.

#### Tenure Arrangements in Indiana

Indiana has a mimeographed list of agreements available, also "Lesson Outline for Lease School" and examples of lease arrangements for several sections of Indiana.

#### Tenure Arrangements in Ohio

Five "Lease Arrangement and Rental Contract" meetings were held; in four counties, and at Farm and Home Week. These were developed because great increases in the capital requirements of landlords and tenants and other factors have created a serious need for adjustments in many lease arrangements.

#### Tenure Arrangements in Massachusetts

Interest in father-son farming arrangements is increasing. Many farm families become interested in some form of partnership arrangement but are at loss to know how to proceed. A number of senior-junior teams were assisted by sitting down and consulting with them and leaving sample forms for their study preliminary to their seeking the services of a lawyer.

#### Tenure Arrangements in Kentucky

A study guide to be used by county agents in meetings on family farming problems was prepared, dittoed, and distributed upon request. It covers three southern bulletins on farm family transfer, family farm operating, and father-son agreements. It points out things to discuss fully, things to pass over quickly, etc.

#### Farm Finance Meetings in Massachusetts

The Plymouth County agent devoted one meeting of his Agricultural Advisory Council to a panel discussion of farm financing and getting started farming, by representatives of various credit agencies and two young farmers.

Two other county credit meetings were written up and reports distributed to State extension economists by James L. Robinson.

#### Farmer-Banker Meetings in New Hampshire

Four farmer-banker meetings were held. At these material was presented by Harry Woodworth, Head of Agricultural Economics Department. In this three farms were compared; one a 25-cow unit (goal 36 cows), one an 11-cow unit (goal 20 cows), and a



50-cow unit. Investment, expenses and income for each was discussed. A 4-page mimeographed outline of questions and answers on the transition from old small-type dairy to the new aggressive type was also used.

#### Criteria for Machinery and Building Loans in Kentucky

For bankers there was a series of eight meetings on farms, with emphasis on studying investments in buildings and machinery. A 27-page mimeograph "Some Criteria for Evaluating Farm Machinery and Building Loans" was prepared. This gives maps and organization features of eight farms, also material on building investment per animal, and machinery cost in relation to days used and acreage.

The "Kentucky Banker" commented that these were fine meetings. Said land represents only a small part of the capital needed to operate a farm efficiently.

#### Balanced Farming and Loans in Missouri

The State Bankers Association sponsored a Balanced Farming Short Course. Speaking program and thorough consideration of a typical Missouri farm dealing with a typical loan application to provide funds for developing a Balanced Farming Program on a budgeted basis. A 6-page mimeograph "Proposed Balanced Farming Plan" for Keeney Robertson Farm included map, "present" and "balanced" field rotations, soil tests and treatment, pasture balance, total feed balance, cash receipts and cash expenses balance, and investments 1952-1958.

#### Farm Financing in Alabama

In Alabama a series of farm credit clinics was sponsored by the State Bankers' Association working with the Extension Service, Experiment Station, and Federal Reserve Bank of Atlanta. Work consisted of appraisals and case studies to determine the economic and technological forces affecting Alabama farms and changed credit requirements. More farming capital is being used and credit needs are greater. Actual cases of loan requests were presented by a panel together with the farm business analysis, the farmers plans, the outlook related to the particular farm, net worth statement and credit rating. Two cases were presented at each clinic, one in the morning and one after lunch. Every person present wrote down his judgment as to how much he would loan and why, how he would disburse the money and how he would arrange repayment and security. These answers were used as background by the moderator in conducting the discussion that followed. These clinics provided a means of tying farm management and financing considerations together and also - very important - an opportunity for bankers to jointly study their own "farm business" practices.



Planning the Agricultural Economics  
Program in Counties - Indiana

Indiana has committees of local farmers, 3 to 18, in 54 of their 92 counties, to assist county agents with agricultural economics. These committees meet at least once a year. Many of the most effective ones have subcommittees for the farm management school, the farm planning class, farm management tours, and public policy meetings. Specialists met with 44 committees to help plan programs.

Indiana also prepares an outline of projects and activities in agricultural economics available for coming year. Character of and season for activity is indicated. A check sheet is included for county agent use in requesting work.

The Farm Management Program  
in Connecticut

One major objective is that of obtaining efficient production with short labor supply due to competition of industry. Meetings with dairy and poultry producers were held to point out changes on Connecticut farms. Use of credit, output per worker, profit from increased physical production per unit were discussed. Emphasis on getting young people started farming. Four counties have especially good young farmers clubs.

Income aspects of alternative ways of doing things was stressed. This included the comparing of different combinations of machinery for haying. Size of operation on particular farms also stressed. Considerable attention to farm partnerships as a device for young persons starting farming.

The Farm Management Program  
in Kentucky

One goal in 1952 was the promotion of a suitable phase of farm management education in each of 120 counties of the State. Personal visits to each county would be difficult so considerable printed information was prepared and distributed. Radio and news also used.

At beginning of year the farm management program was organized in eight groups; Measuring the Farm Business, Farm Business Planning, Farm Tenure, General Farm Management Problems, Labor Efficiency, Assistance to County Agents Studying Economic Problems in Their Counties, Income Tax, and Farm Economic Information. This last is a periodical publication.